

## Message Text

UNCLASSIFIED

PAGE 01 BUDAPE 04482 281343Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----022477 281539Z /50

R 281154Z DEC 77  
FM AMEMBASSY BUDAPEST  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 221  
AMEMBASSY BERLIN  
AMEMBASSY WARSAW  
AMEMBASSY VIENNA

UNCLAS BUDAPEST 4482

USDOC FOR BEWT/TPD AND BEWT/EEAD

E.O. 11652: N/A  
TAGS: EEWT, HU  
SUBJECT: ELECTRICAL ENERGY SYSTEMS TECHNICAL SALES SEMINAR,  
DECEMBER 5-8, 1977

1. TSS GROUP ARRIVED SUNDAY EVENING DECEMBER 4. BECAUSE TWO EUROPEAN REPS HAD NOT OBTAINED HUNGARIAN VISAS PRIOR TO THEIR ARRIVAL, GROUP'S DEPARTURE FROM AIRPORT TO HOTEL WAS DELAYED. SHORTLY AFTER GROUP'S ARRIVAL AT HOTEL, EMBASSY'S ECONOMIC AND COMMERCIAL OFFICERS HELD BRIEFING IN CHAIRMAN'S SUITE AND DISCUSSED PROGRAM FOR BUDAPEST.

2. SEMINAR SESSIONS WERE HELD ON MONDAY, DECEMBER 5, WITH 143 POLICY MAKERS, TECHNICAL EXPERTS AND RESEARCH SPECIALISTS ATTENDING. TIBOR LAZCAI SZABO, DEPUTY DIRECTOR GENERAL, MINISTRY OF HEAVY INDUSTRY, OPENED SEMINAR WITH REPORT ON STATE OF ENERGY GENERATION FACILITIES IN HUNGARY. WILLIAM HAYES, CHAIRMAN OF THE SEMINAR, DELIVERED SIMILAR PRESENTATION ON ELECTRICAL POWER INDUSTRY IN UNITED STATES. THE TECHNICAL  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BUDAPE 04482 281343Z

LECTURES COUPLED WITH SLIDE AND MOVIE PRESENTATIONS WERE WELL RECEIVED BY AUDIENCE. QUESTION AND ANSWER SESSIONS WERE FULLY UTILIZED BY HUNGARIANS, AND SEMINAR MEMBERS WERE MOST EFFECTIVE WHEN THEY GAVE THOROUGH AND PRECISE RESPONSES.

3. EMBASSY WAS PARTICULARLY PLEASED THAT DR. GEORGE

KORANYI, DIRECTOR GENERAL, MINISTRY OF HEAVY INDUSTRY (AND VERY INFLUENTIAL FIGURE IN DEVELOPMENT OF HUNGARY'S ENERGY POLICIES), CO-CHAIRMAN OF DETROIT DIESEL'S AND AVCO-LYCOMING'S SESSIONS. A FEW DAYS EARLIER DR. KORANYI RECEIVED COMOFF AND COM SPECIALIST FOR BRIEFING ON HUNGARY'S ENERGY NEEDS AND SUPPLIES (SUBJECT OF SEPTTEL). EMBASSY WAS ALSO PLEASED THAT DURING LUNCH ON MONDAY, DECEMBER 5, JANOS RONAI, SECRETARY GENERAL, HUNGARIAN ELECTROTECHNICAL SOCIETY; GYORGY VAJDA, DIRECTOR, ELECTRIC ENERGY RESEARCH INSTITUTE; AND IMRE KOVATS, MANAGER, POWER GENERATION DEPARTMENT, HUNGARIAN ELECTRICITY BOARD UNEXPECTEDLY REQUESTED MEETING WITH ALL MEMBERS OF SEMINAR. DURING MEETING BOTH AMERICANS AND HUNGARIANS DISCUSSED DESIRABILITY OF EXCHANGING TECHNICAL INFORMATION AND PUBLISHING TECHNICAL ARTICLES. RONAI WAS ESPECIALLY INTERESTED IN ESTABLISHING RELATIONS WITH THE IEEE.

4. HIGHLIGHT OF BUDAPEST SEGMENT WAS AMBASSADOR'S RECEPTION ON MONDAY, DECEMBER 5, IN HONOR OF GROUP. APPROXIMATELY 50 KEY REPRESENTATIVES OF THE HUNGARIAN ELECTRICITY TRUST, RELATED FTO'S, MINISTRY OF HEAVY INDUSTRY, NATIONAL ENERGY MANAGEMENT AUTHORITY, NATIONAL OIL AND GAS TRUST, STATE COMMITTEE FOR TECHNICAL DEVELOPMENT AND NATIONAL AUTHORITY FOR POWER ENGINEERING WERE PRESENT TOGETHER WITH DIRECTORS AND SECRETARIES

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BUDAPE 04482 281343Z

GENERAL OF RELATED ASSOCIATIONS AND RESEARCH INSTITUTES. HUNGARIAN CHAMBER OF COMMERCE ASSISTED EMBASSY IN ARRANGING APPOINTMENTS FOR EACH REP WITH OFFICIALS OF ABOVE ORGANIZATIONS.

5. SEMINAR MEMBERS ESTABLISHED GOOD BUSINESS CONTACTS IN BUDAPEST AND SOME (I.E. MCGRAW EDISON REP) WERE ASKED TO RETURN TO BUDAPEST FOR FURTHER DISCUSSIONS. DIRECT SALES OF VACUUM TECHNOLOGY ARE LIKELY FOR MCGRAW/EDISON; ITE INTERNATIONAL MAY CONCLUDE COOPERATIVE ARRANGEMENT WITH HUNGARIAN ENTERPRISE; SOLAR, DETROIT, AND AVCO REPS OBSERVE THAT ATMOSPHERE IS GOOD FOR LICENSING FOR RESALE. ALL PARTICIPANTS WERE PLEASED ABOUT MARKETING INSIGHTS GAINED DURING VISIT. (INFORMATION IN THIS PARA IS NOT FOR DISTRIBUTION.)

6. MTESZ'S SELECTION OF GUESTS, ORGANIZATION OF SEMINAR PROGRAM AND ARRANGEMENT OF LUNCHEON WERE EXCELLENT. WILGIS

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, ELECTRIC EQUIPMENT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 28-Dec-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977BUDAPE04482  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770483-0505  
**Format:** TEL  
**From:** BUDAPEST  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19771213/aaaaaklx.tel  
**Line Count:** 113  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 1c045efc-c188-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 03-Feb-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 123311  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ELECTRICAL ENERGY SYSTEMS TECHNICAL SALES SEMINAR, DECEMBER 5-8, 1977  
**TAGS:** EEWT, HU  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/1c045efc-c188-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009